

EXP

DIGEST
PORT

...ENHANCING EXPORT TRADE EDUCATION

VOLUME 2 ISSUE 2

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General Charles Edike visited it and other commands in Apapa on Tuesday as part of his year-end review of their operations.

Aber said the training of the officers became necessary following the resuscitation of export seats at the command.

He said the drive was in line with the efforts to encourage export in order to achieve a balance of trade, while noting that no export transaction has taken place at the command in five years.

(Excerpt from www.ship&port.com.ng)

Customs urges Nigerians to Embrace Exportation to boost Forex



The Controller of Tin-Can Island Port 2 Customs Command, Alhaji Abdulkadir Dalhatu, has urged Nigerians to embrace the business of exportation in order to boost foreign exchange inflow into the country.

Dalhatu gave the advice in an interview with the News Agency of Nigeria (NAN) in Lagos said that “it is time to embrace exportation and improve the fortunes of the country”.

He said the forex scarcity occasioned by the fall in the price of crude oil had made it necessary for Nigerians to produce more for the international market.

The controller also urged Nigerians to patronise Made-in-Nigeria products and services to reduce the pressure on the naira adding to put in place structures to make exportation friendly, while urging exporters to make use of its platform for their business.

(Excerpt from www.guardianng.com)

OTHER HEADLINES

FG urged to support farmers to process produce for Export www.guardian.ng

Cotton Farming Faces Extinction for Export- DG, Raw Materials Research & Development Council www.dailytrust.com.ng

Pakistan Government to spend 20 billion Rupees to enhance Exports in three years www.dailytimes.com.pk

FG to boost dry season farming for Export in Niger State www.dailytrust.com.ng

Government Must Revive Export Expansion Grant To Boost Non-Oil www.leadership.ng

EXPORT NEWS



3T Partners with A UAE Company To Secure Charcoal Contract for Exporters

In our aggressive drive to grow the non-oil export volume from Nigeria, 3T Impex Consulting Limited has recorded another milestone via the recently signed MOU with a UAE based company Epoch General Trading FZE to buy Hardwood Charcoal from Nigeria. This has created a huge market opportunities for the Exports of Charcoal across Nigeria.

The minimum contract volume is 10 containers (190MT) and it is valid for 6 months. For more details on the unit price, quality specifications and other detail. The broker charges the sum of N20,000 per container. Kindly send an email to tradeacademy@3timpex.com to get the details.

(Excerpts from www.tradeinfong.com)



KLT Customs Command Trains 125 Officers On Export Trade

A total of 125 officers attached to the Kirikiri Lighter Terminal (KLT) Command of the Nigeria

Customs Service (NCS) have been trained on how to handle export processes.

Controller of the Command, Benjamin Aber disclosed this in Lagos when the Zone 'A' Zonal Coordinator, Assistant Comptroller

EXPORT BOOK

NOW ON SALE

A-Z

OF EXPORT BUSINESS FINANCING

A Systematically Simplified Book
for Bankers, Exporters & Investors in Export Business

N10,000



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MERRY
Christmas

&
HAPPY NEW YEAR

★★★

Season's Greetings From Everyone At
3t Impex Trade Academy.
May The Yuletide Spirit Fill Your Heart And Home
With An Abundance Of God's
Mercies, Grace, Peace, And Laughter.
Wishing You A Merry Christmas And
A Blessed New Year In Advance.

Seasons Greetings from Everyone at 3T Impex Trade Academy.
Wishing you all God's Favour and a Prosperous New Year!

EXPORT PROGRAMMES

WEEKEND BOOTCAMP

Training Fee: N103, 500

Time: 9am on Saturday

Date: January 14, 2017

Time: 9am on Saturday

Date: January 21, 2017

WEEKDAY BOOTCAMP

Training Fee: N103, 500

Time: 9am on Tuesday

Date: January 24, 2017

Time: 9am on Wednesday

Date: January 25, 2017



ENHANCING EXPORT TRADE EDUCATION

EXPORT EDUCATION

Handling the Critical 5Ps of Export Business Success-Part-2 (The Pricing)

By BamideleAyemibo

Pricing is undoubtedly a very important part of any business. It determines the profitability of the transaction and consequently the continuity of the business concerns. It is a variable that is depended on three factors namely the cost, the demand and the competition. The first variable which is cost is mainly local factor while the second and the third variables are international factors which must be studied and well understood before an exporter set the pricing for his product in the export market.

In order to be able to address the pricing issues in an export transaction, an exporter must be able to answer the following seven important questions namely: What are the cost elements to be incurred in a typical export transaction? Where do I get the amount involve in each of the cost elements? Who are the people to be paid in executing the export projects? When am I supposed to pay the freight forwarding agents? Why do we need to pay the bank and government? Which of the cost elements can be avoided? How does an International commercial term (Incoterms) contribute to the cost elements? I will try to address these questions in general in this article; however, an exporter needs to do more research in order to know other likely costs that are peculiar to the selected product.

The first question states that, what the cost elements are? The cost elements in a typical export project include the following: Product Cost, Transport cost to the warehouse, Warehousing cost, Transport cost to the port, Freight forwarder fee, Shipping Line local charges, Freight Charges, NXP processing fees, Nigeria Export Supervision Scheme (NESS) Fee, Port Logistics fee. Other fees include SON or NAFDAC fee, Marine and good in transit insurance (GIT) Insurance fee, Quality and quantity Inspection fee, Certificate of origin fee, Fumigation certificate fee, Phytosanitary Certificate fee, Bank commission on Export Proceeds and Interest Rate.

.....TO BE CONTD IN NEXT ISSUE

A
**2-DAY
EXPORT
BUSINESS
BOOT CAMP**



2nd & 3rd Saturday of Every Month

N95,500
PROMO PRICE

BENEFITS

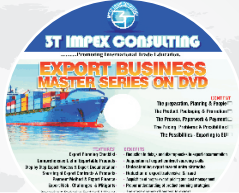
- * FREE Book (Export Business Made Easy) for all Participants
- * FREE Export Advisory Services
- * Guaranteed Export Contract, at 25% Discount
- * 40% Discount on our Export Mentioning Programme
- * Access of Export Financing from Commercial Bank
- * Export finance Presentation from a Commercial Bank
- * Training Manual
- * Certificate of participation
- * Tea Break & Lunch



VENUE:
3T IMPEX TRADE CENTER

ADDRESS:
11D, Bola Shadipe Street,
Off Adelabu Street,
Surulere, Lagos. NG.

EXPORT TRAINING PRODUCTS



N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: E-SONCAP& E-FORM M & Incoterms
Bill for Collection, HS Code Determination, Duty Calculation (Series I)

Author: Bamidele Ayemibo

Duration: 1hrs; 7Mins

Price: N5,000:00



N5,000 PER COPY


... Promoting Export, Creating Exporters And Growing Exporters

Title: Import Guideline, Clearing& Documentation
Sales Contract, Import Process and PAAR (Series II)

Author: Bamidele Ayemibo

Duration: 49Mins

Price: N5,000:00



N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Zero Demurrage, Risks& Fraud Mitigation(SeriesIII)

Author: Bamidele Ayemibo

Duration: 31Mins

Price: N5,000:00

EXPORT MISCELLANEOUS

TRADE LEADS			
EXPORT ORDERS			
S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1	Sesame Seed request from India	Seller to provide lab analysis and pictures	60 MT Per Month
2	Garlic request from India	Seller to provide lab analysis and pictures	60 MT Per Month
3	Dry Coconut request from Pakistan	Seller to provide samples and pictures	60 MT Per Month
4	Zinc Ore request from China	Purity 30% Minimum	100 MT Per Month
5	Lead Ore request from China	Purity 30% Minimum	100 MT Per Month

LOCAL ORDERS			
S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50% Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35% Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30% Bank Guarantee	120 MT Per Month

COMMODITY PRICES (BLOOMBERG)			
S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,268.00	Metric Tonnes (mt)
2	Coffee	USD 143.20	Pounds (lb)
3	Cotton	USD 69.47	Pounds (lb)
4	Aluminium	USD 1,712.00	Bushel (bu)
5	Copper	USD 5,496.00	Metric Tonnes (mt)
6	Zinc	USD 2,607.00	Metric Tonnes (mt)
7	Tin	USD 21,200	Metric Tonnes (mt)

EXPORT FINANCE TIT BITS

EXPORT TEAMS USED IN INTERNATIONAL TRADE

.....CONTD FROM LAST ISSUE

CERTIFICATE OF ORIGIN	A document, certifying the country of origin of specified goods.
COST AND FREIGHT (C & F)	A pricing term indicating that the cost of the goods and freight charges are included in the quoted price.
EXPORT LICENSE	A government document that permits the "Licensee" to engage in the export of designated goods to certain destinations.

TO BE CONTD IN NEXT ISSUE....

EXPORT PRO

Export Pro is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

Export Pro covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



Export Pro training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

N50,000

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